

2024/5 Budget - Smokecraft		PERIOD 10		PERIOD 10	
		10/2/2023	10/29/2023	9/30/2024	10/27/2024
Start Date: 05/27/2024					
End Date: 05/25/2025					
LY Start: 05/29/2023					
LY End: 05/26/2024					
Gross Sales		2023 Actual	% of Sales	2024 Budget	% of Sales
5100	Food Sales	\$ 110,620.30	85.49%	\$ 123,849.38	84.89%
5180	NA Beverage	\$ 1,443.50	1.12%	\$ 1,616.13	1.11%
Total Food Sales		\$ 112,063.80	86.60%	\$ 125,465.51	86.00%
5210	Liquor Sales	\$ 8,629.00	6.67%	\$ 11,798.03	8.09%
5220	Wine Sales	\$ 1,776.00	1.37%	\$ 2,428.24	1.66%
5230	Bottled Beer Sales	\$ 1,025.75	0.79%	\$ 1,402.46	0.96%
5240	Draft Beer Sales	\$ 5,908.50	4.57%	\$ 8,078.42	5.54%
Total Beverage Sales		\$ 17,339.25	13.40%	\$ 23,707.15	16.25%
Gross F&B Sales		\$ 129,403.05	102.00%	\$ 149,172.65	102.25%
Deductions					
5110	Goodwill Comps	\$ 429.13	0.34%	\$ 802.40	0.55%
5120	Guest Recovery Comps	\$ 356.40	0.28%	\$ 437.67	0.30%
5131	50% Employee Discounts	\$ 787.90	0.62%	\$ 656.51	0.45%
5132	Manager Meal Discounts	\$ 795.20	0.63%	\$ 510.62	0.35%
5150	Discounts Marketing	\$ 665.35	0.52%	\$ 510.62	0.35%
5250	Goodwill Bar Comps	\$ 297.00	0.23%	\$ 364.73	0.25%
Total Deductions		\$ 3,330.98	2.63%	\$ 3,282.53	2.25%
Other Income and Expense					
5300	Sundry Sales	\$ 559.22	0.44%	\$ -	0.00%
5910	Service Charge Revenue - Catering	\$ 229.69	0.18%	\$ -	0.00%
Total Other Income and Expense		\$ 788.91	0.62%	\$ -	0.00%
Net Sales		\$ 126,860.98	100.00%	\$ 145,890.13	100.00%
Food Costs					
6110	Meat Cost	\$ 16,682.06	14.89%	\$ 18,317.96	14.60%
6120	Poultry Cost	\$ 2,611.38	2.33%	\$ 3,262.10	2.60%
6130	Seafood Cost	\$ 461.70	0.41%	\$ 627.33	0.50%
6140	Dairy Cost	\$ 5,088.03	4.54%	\$ 5,018.62	4.00%
6150	Produce Cost	\$ 3,844.57	3.43%	\$ 4,014.90	3.20%
6160	Bakery Cost	\$ 1,182.55	1.06%	\$ 1,756.52	1.40%
6170	Grocery Cost	\$ 8,508.48	7.59%	\$ 7,778.86	6.20%
6180	NA Beverage	\$ 466.67	0.42%	\$ 627.33	0.50%
Total Food Cost		\$ 38,845.44	34.66%	\$ 41,403.62	33.00%

Beverage Costs					
6210	Liquor Cost	\$ 2,064.96	12.12%	\$ 2,859.16	12.06%
6220	Wine Cost	\$ 77.33	0.45%	\$ 107.07	0.45%
6230	Bottled Beer Cost	\$ 167.24	0.98%	\$ 231.56	0.98%
6240	Draft Beer Cost	\$ 1,114.85	6.54%	\$ 1,543.63	6.51%
Total Bev Cost		\$ 3,424.38	20.09%	\$ 4,741.43	20.00%
Total F&B Costs					
\$ 42,269.82 33.32% \$ 46,145.05 31.63%					
Gross Profit					
\$ 84,591.16 66.68% \$ 99,745.08 68.37%					
Payroll Costs					
6310	Management Salaries	\$ 15,827.14	12.48%	\$ 14,461.54	9.91%
6311	Direct Labor - FOH	\$ 4,218.45	3.33%	\$ 4,011.98	2.75%
6312	Overtime Labor - FOH	\$ 5.61	0.00%	\$ -	0.00%
6313	Training Labor	\$ 168.48	0.13%	\$ 218.84	0.15%
6314	Direct Labor - BOH	\$ 29,346.23	23.13%	\$ 25,530.77	17.50%
6315	Overtime Labor - BOH	\$ 448.44	0.35%	\$ -	0.00%
Total Labor		\$ 50,014.35	39.42%	\$ 44,223.13	30.31%
6510	Payroll Taxes	\$ 5,739.78	4.52%	\$ 5,470.88	3.75%
6530	Vacation Pay	\$ 1,692.48	1.33%	\$ -	0.00%
6540	Parking	\$ 300.00	0.24%	\$ 200.00	0.14%
6550	Uniform Allowance	\$ -	0.00%	\$ -	0.00%
6560	Continuing Education	\$ -	0.00%	\$ -	0.00%
6570	Group Insurance	\$ 549.24	0.43%	\$ 600.00	0.41%
6580	Workers Compensation	\$ 445.08	0.35%	\$ 510.00	0.35%
6610	Other Benefits	\$ -	0.00%	\$ -	0.00%
6615	Payroll Processing Fees	\$ 356.00	0.28%	\$ 300.00	0.25%
Total Payroll Expenses		\$ 9,082.58	7.16%	\$ 7,080.88	4.85%
Total Payroll Costs					
\$ 59,096.93 46.58% \$ 51,304.01 35.17%					
Controllable Expenses					
6500	3rd Party Delivery Expense	\$ 2,560.03	2.02%	\$ 4,303.76	2.95%
6710	Operating Lease/Rentals-Kitchen/Bar	\$ 535.32	0.42%	\$ 550.00	0.38%
6740	Security	\$ -	0.00%	\$ -	0.00%
6750	Trash Removal	\$ (36.96)	-0.03%	\$ -	0.00%
6790	Other Contracted Services	\$ 300.00	0.24%	\$ 300.00	0.21%
7010	Register Over/Short	\$ (171.48)	-0.14%	\$ -	0.00%
7010	China/Glassware/Silverware	\$ 322.99	0.25%	\$ 583.56	0.40%
7040	Cleaning Supplies	\$ 246.79	0.19%	\$ 291.78	0.20%
7045	Dish Chemicals	\$ 461.10	0.36%	\$ 364.73	0.25%
7050	Decorations	\$ -	0.00%	\$ -	0.00%
7060	Linens	\$ 956.98	0.75%	\$ 1,021.23	0.70%
7080	New Menus/Printing	\$ -	0.00%	\$ -	0.00%
7090	Menu/Guest Check/POS Supplies	\$ -	0.00%	\$ -	0.00%
7105	To Go Supplies	\$ 1,772.81	1.40%	\$ 2,042.46	1.40%
7106	Catering Supplies	\$ 58.84	0.05%	\$ 729.45	0.50%
7110	Operating Supplies F&B	\$ 2,259.97	1.78%	\$ 1,823.63	1.25%

7120	Uniforms	\$ -	0.00%	\$ -	0.00%
7470	Live Entertainment	\$ -	0.00%	\$ -	0.00%
	Total Controllable Expenses	\$ 9,266.39	7.30%	\$ 12,010.59	8.23%
	General & Administrative				
7190	Other Contracted Services-Admin	\$ 1,803.12	1.42%	\$ 1,500.00	1.03%
7195	Accounting Services	\$ 2,500.00	1.97%	\$ 2,500.00	1.71%
7220	Bank Charges & Fees	\$ 208.77	0.16%	\$ 100.00	0.07%
7230	Licenses & Permits	\$ 547.95	0.43%	\$ 600.00	0.41%
7250	Credit Card Commissions	\$ 3,484.56	2.75%	\$ 3,282.53	2.25%
7256	Employment Ads	\$ -	0.00%	\$ 90.00	0.06%
7270	Dues & Subscriptions	\$ 46.95	0.04%	\$ 50.00	0.03%
7285	Key Man/General Liability Insurance	\$ 1,237.10	0.98%	\$ 1,275.00	0.87%
7290	Legal & Professional Services	\$ -	0.00%	\$ -	0.00%
7320	Office Supplies & Postage	\$ 6.60	0.01%	\$ 145.89	0.10%
7350	Telephone/Internet/Cable	\$ 595.56	0.47%	\$ 650.00	0.45%
7360	Travel	\$ 169.98	0.13%	\$ 125.00	0.09%
7370	Meals & Entertainment	\$ 3.22	0.00%	\$ -	0.00%
	Total General & Administrative	\$ 10,603.81	8.36%	\$ 10,318.42	7.07%
	Advertising & Promotion				
7400	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
7430	Local Advertising & Promotion	\$ 1,800.00	1.42%	\$ -	0.00%
7435	Advertising & Marketing	\$ 4,259.58	3.36%	\$ 500.00	0.34%
7460	Special Promotions	\$ -	0.00%	\$ -	0.00%
	Total Advertising & Promotion	\$ 6,059.58	4.78%	\$ 500.00	0.34%
	Repairs & Maintenance				
7500	Repairs & Maintenance	\$ 712.47	0.56%	\$ 1,458.90	1.00%
7620	R&M HVAC & Refrigeration	\$ 346.68	0.27%	\$ -	0.00%
7630	R&M - Plumbing	\$ -	0.00%	\$ -	0.00%
7640	R&M - Electric	\$ -	0.00%	\$ -	0.00%
7650	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
7660	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
7695	Cleaning Service	\$ 4,182.00	3.30%	\$ 3,680.00	2.52%
7710	MC-HVAC & Refrigeration	\$ 1,737.50	1.37%	\$ 625.00	0.43%
7720	MC-Other Equipment	\$ 765.00	0.60%	\$ 255.00	0.17%
7750	Pest Control	\$ 85.00	0.07%	\$ 85.00	0.06%
7785	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
	Total Repairs & Maintenance	\$ 7,828.65	6.17%	\$ 6,103.90	4.18%
	Utilities				
7810	Electricity	\$ 1,795.80	1.42%	\$ 1,896.57	1.30%
7820	Natural Gas	\$ 1,000.00	0.79%	\$ 1,021.23	0.70%
7830	Water & Sewer	\$ 530.00	0.42%	\$ 583.56	0.40%
7840	Firewood	\$ 103.30	0.08%	\$ 750.00	0.51%
	Total Utilities	\$ 3,429.10	2.70%	\$ 4,251.36	2.91%
	Total Operating Expenses	\$ 37,187.53	29.31%	\$ 33,184.28	22.75%

Other Income (Expenses)					
5500	Door Revenue	\$ -	0.00%	\$ -	0.00%
5800	Commission Income	\$ -	0.00%	\$ -	0.00%
	Total Other Income	\$ -	0.00%	\$ -	0.00%
	Operating Income Before Bonus	\$ (11,693.30)	-9.22%	\$ 15,256.80	10.46%
6455	Management Bonuses	\$ -	0.00%	\$ -	0.00%
	Restaurant Operating Income	\$ (11,693.30)	-9.22%	\$ 15,256.80	10.46%
Facility Expenses					
8010	Rents	\$ 12,420.14	9.79%	\$ 12,730.64	8.73%
8015	Common Area Maintenance	\$ 2,368.00	1.87%	\$ 2,315.00	1.59%
8020	Property Insurance	\$ 94.00	0.07%	\$ 132.00	0.09%
8030	Property Taxes	\$ 3,665.46	2.89%	\$ 3,671.46	2.52%
	Total Facility Expenses	\$ 18,547.60	14.62%	\$ 18,849.10	12.92%
	Restaurant EBDIT	\$ (30,240.90)	-23.84%	\$ (3,592.30)	-2.46%